

METHODS AND SYSTEMS FOR IDENTIFYING
PROSPECTIVE CUSTOMERS AND MANAGING
DEALS

ABSTRACT OF THE DISCLOSURE

A method for supporting, streamlining and standardizing a deal-making process using a deal managing and processing system includes the steps of creating a new deal profile, creating a deal prospect user interface, updating a status of prospects based upon a prospects response and using system based tool to guide a deal team through the deal-making process. In one embodiment, personal portals are configured for prospective customers to access deal information. In another embodiment, personalized web pages are configured to attract prospects for business.